

Message Text

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PAGE 01 ABU DH 01860 221140Z
ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W
-----040824 221353Z /40

R 221114Z JUN 77
FM AMEMBASSY ABU DHABI
TO SECSTATE WASHDC 6262
INFO USDOC WASHDC
AMEMBASSY ATHENS

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ATHENS FOR RTDO

E.O. 11652: N/A
TAGS: BEXP, EIND, TC
SUBJ: EIGHT FIRMS INVITED TO BID ABU DHABI AMMONIA/UREA PLANT

REF: ABU DHABI 701

1. ACCORDING TO ONE OF INVITEES, ADNOC HAS INVITED EIGHT FIRMS
TO SUBMIT LUMP-SUM BIDS FOR DESIGN AND CONSTRUCTION OF APPROX-
MATELY \$450 TO \$500 MILLION AMMONIA/UREA PLANT AT JEBEL DHANNA/RUWAIS

.
BIDS ARE DUE SEPT 20 FROM KELLOGG, BECHTEL, DAVY POWERGAS (ALL
US), SPAN PROJETTI, TECHIMONT (BOTH ITALY), HEURTAY (FRANCE),
UHDE (GERMANY), AND TOKYO ENGINEERING (JAPAN).

2. PARTICIPANTS HAD BEEN TOLD INFORMALLY AS RECENTLY AS WEEK AGO BY
ADNOC THAT BIDDING SUPPLY OF MATERIALS AND CONSTRUCTION OF THIS
PROJECT WOULD NOT BE FIXED-PRICE BASIS. AT LEAST ONE--KELLOGE--
IS HIGHLY DISTRESSED THAT LUMP-SUM, TURN-KEY BID IS
REQUIRED AND MAY BOW OUT OF BIDDING AS RESULT. THIS
UNFORTUNATE AS MANY OBSERVERS--INCLUDING SEVERAL AT
ADNOC--BELIEVE KELLOGG IS BEST QUALIFIED OF EIGHT
INVITED FIRMS.(4#923;34, KELLOGG CLAIMS TO HAVE LOST
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MONEY ON UMM AL-NAR REFINERY WHICH THEY BUILT HERE
FOR FIXED PRICE AND FIRM WILL BE EXTREMELY RELUCTANT
TO EXPOSE ITSELF TO SIMILAR RISK AGAIN. SINCE TOYO
ENGINEERING IS KELLOGG LICENSEE FOR THIS TYPE PLANT,
KELLOGG MIGHT STILL KEEP SLENDER FINGER IN PIE. COST
OF AMMONIA/UREA PLANT WILL NOT BE EASY TO DEFINE PRE-
CISELY AS CONSTRPKTION PERIOD WILL BE UPWARDS OF FOUR

YEARS AND LOCATION AND DESIGN OF MANY ANCILLIARY FACILITIES WHICH WILL BEAR ON AMMONIA/UREA PLANT COST HAVE NOT YET BEEN CLEARLY DEFINED.

3. WE WERE SURPRISED TO SEE BECHTEL INCLUDED ON LIST OF INVITED FIRMS SINCE THEY ALREADY HAVE SIGNED MAJOR CONTRACT FOR GAS GATHERING AND LIQUIFICATION FACILITIES, AND ADNOC HAD TOLD US BEFORE THAT THEY WANT TO SPREAD THE JEBEL DHANNA/RUWAIS WORK OUT AMONG SEVERAL CONTRACTORS. WE BELIEVE BECHTEL WILL, BECAUSE OF THIS STATED ADNOC POLICY, BE FIGHTING UPHILL BATTLE ON THIS BID AND WILL HAVE TO MAKE VERY ATTRACTIVE OFFER IN ORDER TO WIN IT.
DICKMAN

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: AMMONIA, INDUSTRIAL PLANTS
Control Number: n/a
Copy: SINGLE
Sent Date: 22-Jun-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977ABUDH01860
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770222-1214
Format: TEL
From: ABU DHABI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770633/aaaabcck.tel
Line Count: 75
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 7d97e378-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 ABU DHABI 701
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2076290
Secure: OPEN
Status: NATIVE
Subject: EIGHT FIRMS INVITED TO BID ABU DHABI AMMONIA/UREA PLANT
TAGS: BEXP, EIND, TC
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/7d97e378-c288-dd11-92da-001cc4696bcc
Review Markings:
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